

DRAFT
Price Team Summary
Offeror A

1. Overview

Identify who the offeror is and what system(s) they bid on
Discuss if they were X% above or below the status quo

2. Bundling Concepts

Address whether they bid one or multiple systems and any conditions on bundles

3. RFP Requirements

Suggest a table with general questions regarding items in para L 9.5 of the RFP

<u>Question</u>	<u>Yes/No</u>	<u>Comments</u>
Did the offeror submit a separate B-2 for each system?		
Did the offeror submit a separate L-1 for each system?		
Did the offeror submit a separate L-2 for each system?		
Did the offeror submit a separate L-3 for each system?		
Did the offeror discuss general estimating methodology?		
Did the offeror discuss pricing methodology and assumptions?		
Did the offeror do a cost risk assessment?		

4. Comparison Table

Include a table showing the comparison of the status quo and privatization figures for that offeror and a brief write up of why the figures may be high/low.

5. Capital Upgrades

List the projects identified in the RFP (J attachments) and discuss whether or not the offeror proposed on those or recommended new projects. Discuss whether they should be on both sides of the estimate or just one side and if they have an impact to the Govt estimate (i.e. R&R schedule)

6. Assumptions

Discuss any assumptions proposed by the offeror and whether they need to be addressed/clarified during negotiations

7. Items for Negotiations

Identify any information the CO may need in support of the face to face negotiations

- Any deficiencies
- Back up information needed
- Questions on their prices, (i.e. need to let them know what year privatization will start for that specific project so they can adjust their prices if not clear)